NJIT
New Jersey Institute of Technology

MARTIN TUCHMAN SCHOOL OF MANAGEMENT

Master of Science in Management (MSM)	
Courses (30 credits)	**Semester / Year completed**
Module I: Core Courses (15 credits)	
ACCT 615 Management Accounting	
FIN 600 Corporate Finance I	
HRM 601 Organizational Behavior	
MIS 645 / IS 677 Info Systems Principles	
MRKT 620 Global Marketing Management	
Module II: Concentration Areas (Choose 15 credits from 1 area)	
Area 1: Global Project Management **Note: One course must be either ECON 610 or MGMT 641*	
*ECON 610 Managerial Economics **or** FIN 610 Global Macro Economics	
*EM 636 Project Management	
EM 637 Project Control Prerequisite: EM 636 or equivalent	
EM 691 Cost Estimating for Capital Projects	
IE 618 Engineering Cost & Production Economics	
IE 659 Supply Chain Engineering	
IS 614 Command and Control Systems	
IS 684 Business Process Innovation Prerequisite: Prior coursework or industry experience in Information Systems, or permission of instructor	

Area 2: Web Systems and Media *Note: One course must be MRKT 645*	
IS 661 User Experience Design	
IS 664 Customer Discovery This course replaced IS 686 Pervasive Computing: An HCI Perspective, Spring 2014	
IS 688 Web Mining Prerequisite: Programming foundation knowledge	
IS 690 Web Services and Middleware	
*MRKT 645 Digital Marketing Strategies	
PTC 601 Advanced Professional & Technical Communication	
PTC 605 Elements of Visual Design Prerequisite or corequisite: PTC 601	
PTC 606 Advanced Information Design	
PTC 650 ELearning Design for Mobile	
Area 3: Business Analytics *Note: One course must be MGMT 630 or MGMT 662, MGMT 635, MIS 648, MIS 680, or MRKT 645*	
CS 634 Data Mining	
IS 601 Web Systems Development Added to the concentration list because CS department declared the course as a prereq course to IS 631	
IS 631 Enterprise Database Management Prerequisite: Undergraduate course in database or design and management or IS 601	
IS 687 Transaction Mining and Fraud Detection Prerequisite: An undergraduate course in probability and statistics	
IS 688 Web Mining Prerequisite: Programming foundation knowledge	
MATH 661 Applied Statistics	
MGMT 625 Logistics Management	
*MGMT 630 Decision Analysis *or* MIS 680 Managerial Science	
MGMT 650 Knowledge Management	
*MGMT 635 Data Mining and Analysis	
*MIS 648 Decision Support Systems for Managers Prerequisite: MIS 645 or IS 677	
*MRKT 645 Digital Marketing Strategy	
EM 636 Project Management	

Area 4: Financial Technology *Note: One course must be FIN 611 and 2 courses must be in FIN 616, FIN 620, and FIN 635*	
*FIN 611 Introduction to Topics in Financial Technology	
*FIN 616 Data-Driven Financial Modeling	
*FIN 620 Financial Data Analytics with Python Programming	
FIN 624 Corporate Finance II Prerequisite: FIN 600	
FIN 626 Financial Markets and Institutions Prerequisite: FIN 600	
*FIN 635 Data Mining and Machine Learning in Finance	
FIN 641 Derivatives Markets Prerequisite: FIN 600	
MGMT 635 Data Mining and Analysis	